

# Comparisons of Job Characteristics

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

**Associated Occupation:** Wholesale and Retail Buyers, Except Farm Products (13-1022)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 86

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

**Associated Occupation:** Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	16.6	17.1	0	Current knowledge level may be sufficient
Administration and Management	8.4	14.3	12.6	<	Expanded education and/or training may be required
Sales and Marketing	5.2	13.6	19.9	>>	Current knowledge level is likely more than sufficient
Production and Processing	6.0	13.5	9.1	<<	Extensive education and/or training may be required
Economics and Accounting	4.4	12.2	9.7	<	Expanded education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 83

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

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Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Persuasion	7.4	12.8	12.3	0	Current skill level may be sufficient
Negotiation	6.8	12.5	12.3	0	Current skill level may be sufficient
Mathematics	6.2	10.1	4.4	<<	Extensive development of skills in this area may be required
Management of Financial Resources	3.3	9.3	2.0	<<	Extensive development of skills in this area may be required

Management of Material Resources	3.7	7.9	2.2	<<	Extensive development of skills in this area may be required
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The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Abilities	Similarity of Focus Occupation to Associated Occupation: 88
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**Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)**

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Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Speech Recognition	9.9	11.6	12.8	>	Current ability level is likely sufficient
Mathematical Reasoning	6.3	11.1	4.0	<<	Extensive improvement in abilities may be required
Category Flexibility	9.0	10.6	9.5	<	Some improvement in abilities may be required
Number Facility	6.3	9.6	3.4	<<	Extensive improvement in abilities may be required
Fluency of Ideas	7.6	9.1	8.1	<	Some improvement in abilities may be required
Originality	7.6	9.1	8.1	<	Some improvement in abilities may be required
Visual Color Discrimination	6.4	8.3	3.4	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common	Similarity of Focus Occupation to Associated Occupation: 79
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**Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)**

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Work Activities	Exclusivity of Activity
Analyze sales activities or trends	74
Evaluate advertising promotions	87
Maintain records, reports, or files	5
Obtain information from individuals	24
Provide customer service	14
Use computers to enter, access or retrieve data	3
Use interpersonal communication techniques	10
Use inventory control procedures	70
Use knowledge of sales contracts	80
Use knowledge of written communication in sales work	69
Use product knowledge to market goods	80

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 87

**Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)**

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Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.